



# ***Doing Business With The Navy***

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**Director, Program Analysis and**  
**Business Transformation**  
**DASN Acquisition Management**  
**April 25, 2006**



# Department of the Navy Acquisition Home Page

The one authoritative source for DoN acquisition

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## What's New on the Site

- **WELCOME to the DoN Acquisition One Source web site!** The site aims to support the broad acquisition workforce (DAWIA, other government, and industry) with the authoritative information they need. We hope the site meets your needs and you add it to your favorites. You can contact us at [DoNOneSource@ati4it.com](mailto:DoNOneSource@ati4it.com).

- **The Regulation, Policy and Guidance (RPG) Comparison Tool is now available!** The RPG Comparison Tool allows simultaneous subpart viewing of the current versions of the Federal Acquisition Regulation (FAR), the Defense FAR Supplement (DFARS), the DFARS Policy, Guidance and Information (DFARS PGI), the Navy Marine Corps Acquisition Supplement (NMCARS) and the Navy Marine Corps Acquisition Guide (NMCAG).

The RPG tool uses "real time" links to the source web sites to allow for the most recent and authoritative information. It was designed and developed to allow Defense acquisition professionals a way to quickly and easily research Federal, DoD, and Navy procurement regulations, policies and guidance.

- **Policy Memo: Change 03-5 to Navy Marine Corps Acquisition Regulation Supplement (NMCARS)** (M.F. Jaggard; 02/14/2005) **NMCARS (February 2005 Edition)**

- **Policy Memo: Change 03-3 to Navy Marine Corps Acquisition Guide (NMCAG)** (M.F. Jaggard; 02/14/2005) **NMCAG (February 2005 Edition)**

- The latest "Doing Business with the Navy" brief was given by Captain Cynthia Varner on 23 March 2005 in Biloxi, Mississippi.

## Hot Acquisition Issues

- **Proper Use of Non-DoD Contracts** - Every year, DoD spends billions of dollars using non-DoD contract vehicles. This includes orders against Federal Supply Schedules and funds transferred to non-DoD activities for direct contract. However, recent DoD and non-DoD Inspector General reports address a variety of issues associated with the Department's use of non-DoD contract vehicles.

The **Office of the Secretary of Defense (OSD)** and **Congress** reacted to these findings by requiring specific approvals for use of non-DoD contracts. OSD requires that approval be obtained for use of non-DoD contracts for acquisitions over the simplified acquisition threshold effective January 1, 2005.

**DoN Implementation** on Proper Use of Non-DoD Contracts requires collaboration of the DoN program management, financial management, legal and contracting communities. Program and other requiring managers must seek early involvement of appropriate financial management and contracting personnel to ensure that the resultant acquisition strategy is in the best interests of the Department in terms of meeting requirements, schedule, cost effectiveness, oversight and administration, and availability of a contract vehicle within DoD.

**FIND THIS  
BRIEF AT:** [www.acquisition.navy.mil](http://www.acquisition.navy.mil)



# Agenda

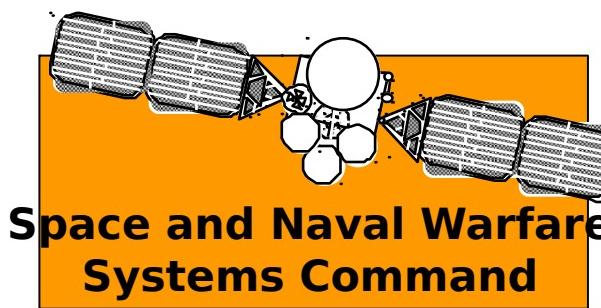
- Navy Acquisition Environment
- Small Business Trends
- How to Market Your Business
- Points of Contact
- Summary



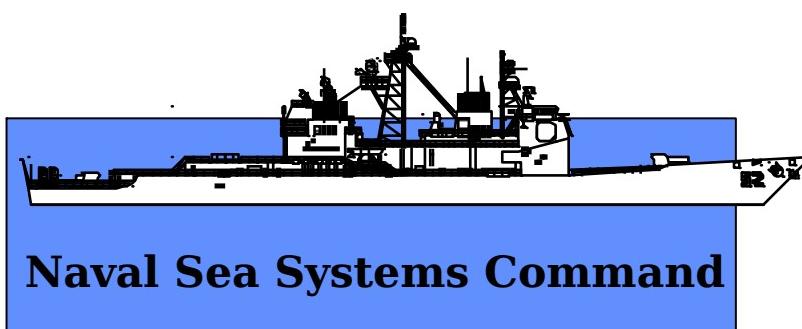
# **Major Navy Buying Commands**



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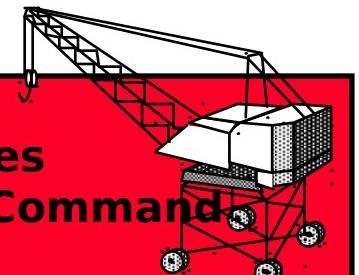


# **Major Navy Buying Commands**

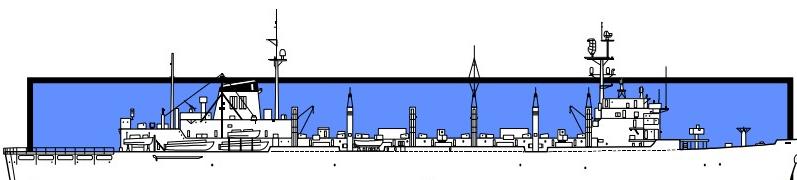
**Marine Corps  
Systems  
Command**



**Naval Facilities  
Engineering Command**



**Military Sealift Command**



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**[www.msc.navy.mil/](http://www.msc.navy.mil/)**



# **Major Navy Buying Commands**



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**[www.navsup.navy.mil](http://www.navsup.navy.mil)**



# Resale Opportunities

## ✓ Exchanges



[www.aafes.co](http://www.aafes.co)



[www.navy-nex.com](http://www.navy-nex.com)



<http://www.usmc-mccs.org/busops/Retail/main.asp>

## ✓ Defense Commissary Agency (DECA)

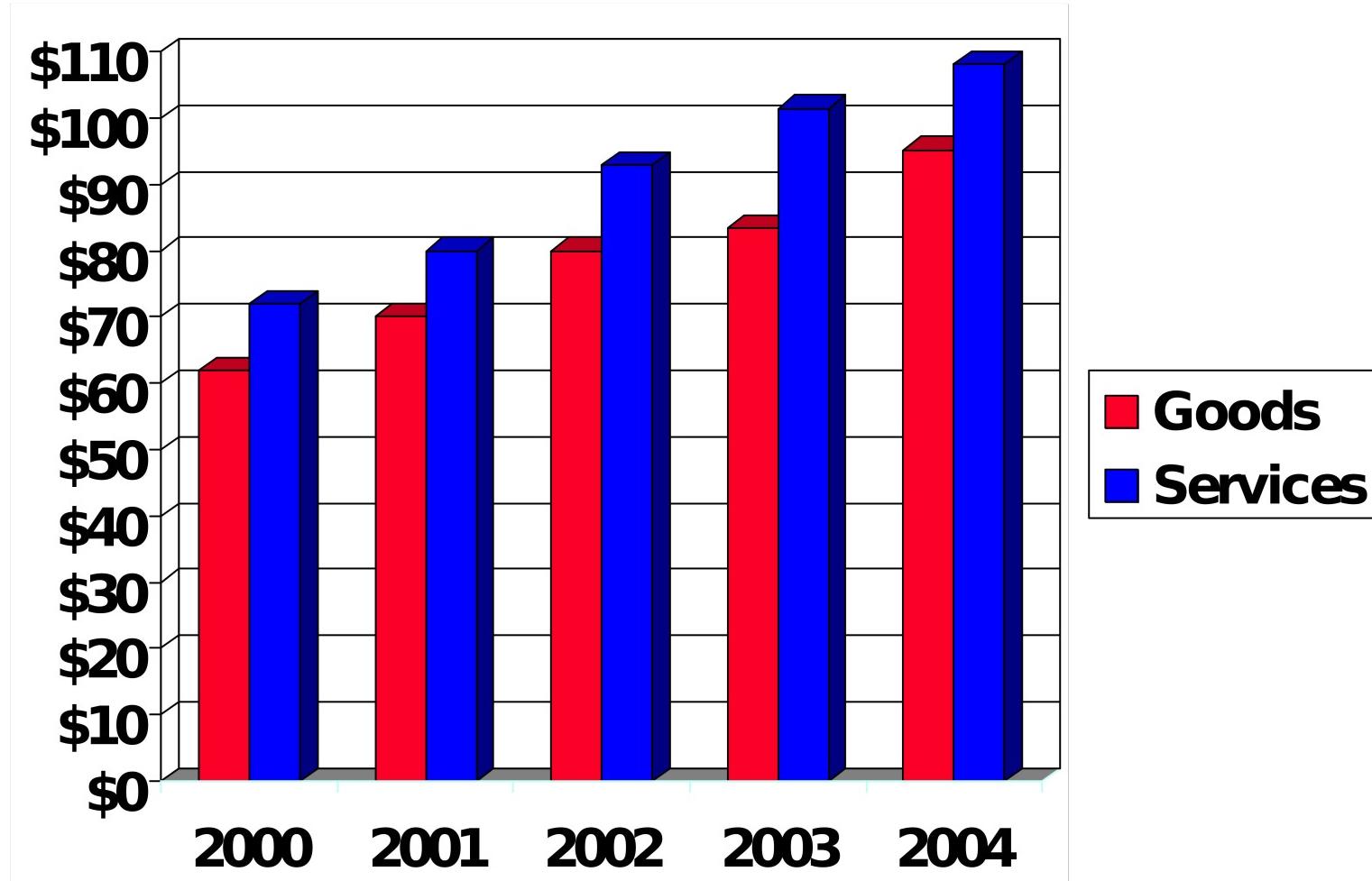


[www.commissaries.com/](http://www.commissaries.com/)



# ***DoD Expenditures in the U.S. Trend of Goods and Services***

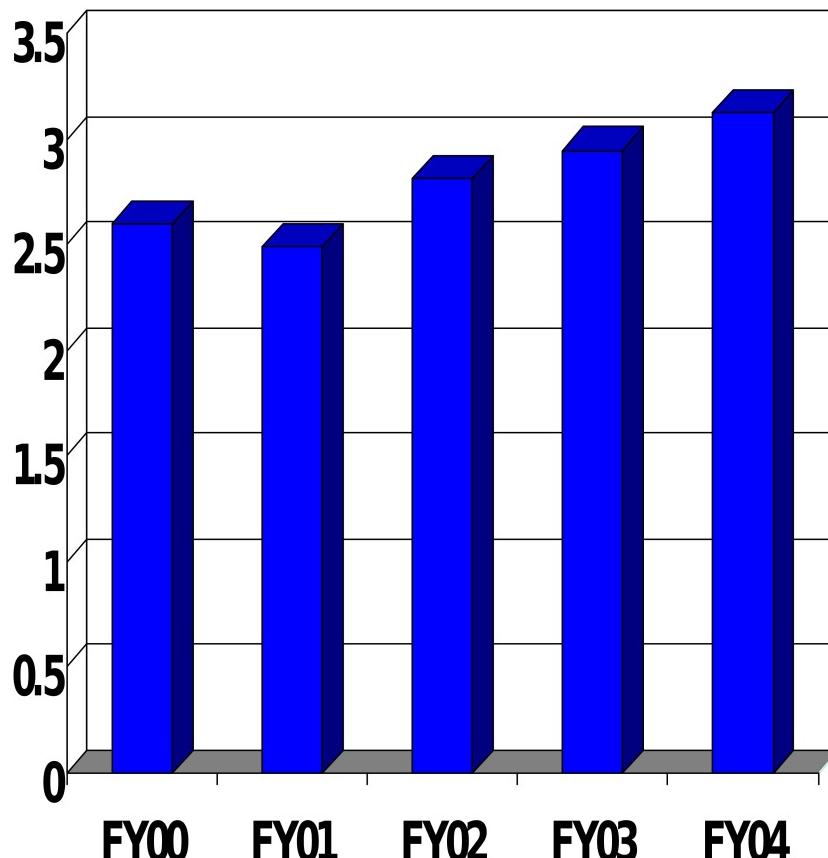
**\$ Value in Billions**



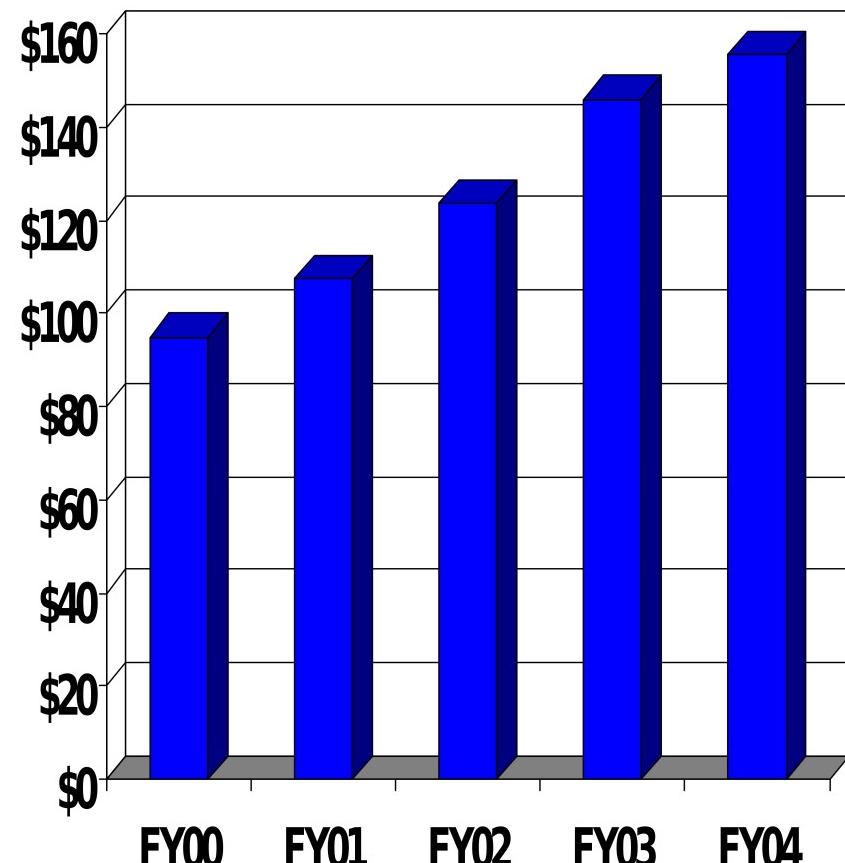


# ***Department of Defense Large Business Contracts***

**No. Awarded in Millions**



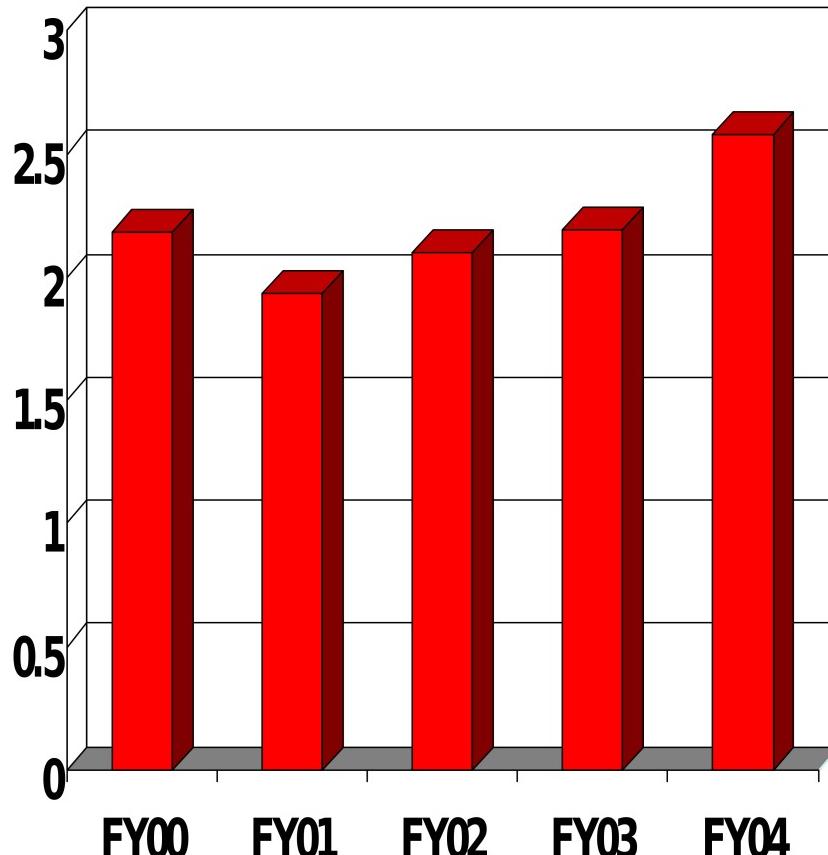
**\$ Value in Billions**



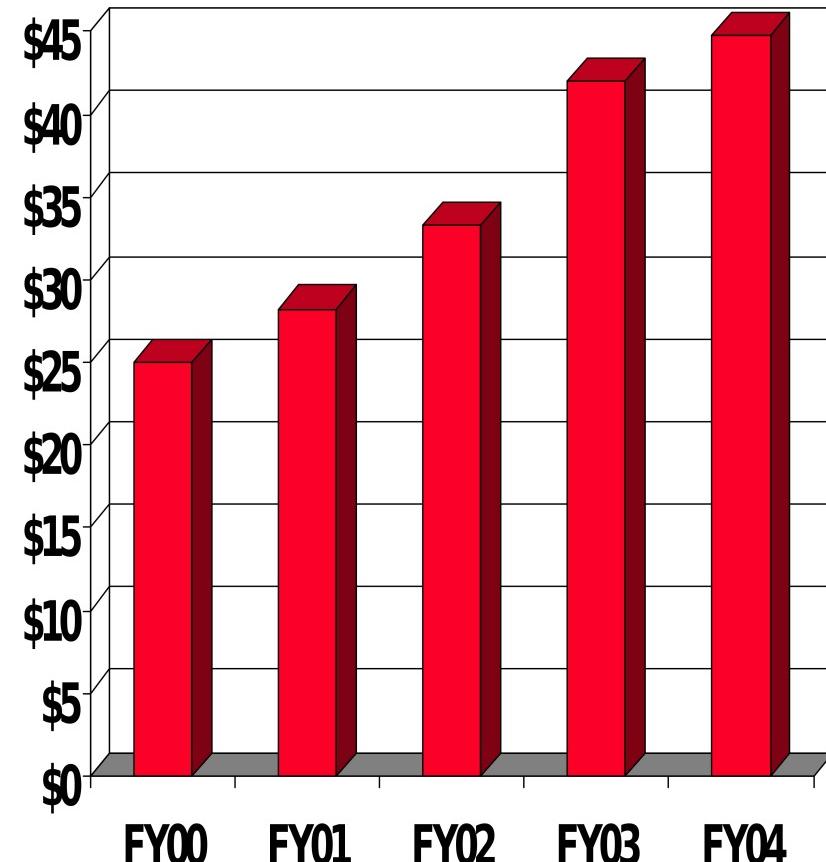


# ***Department of Defense Small Business Contracts***

**No. Awarded in Millions**



**\$ Value in Billions**

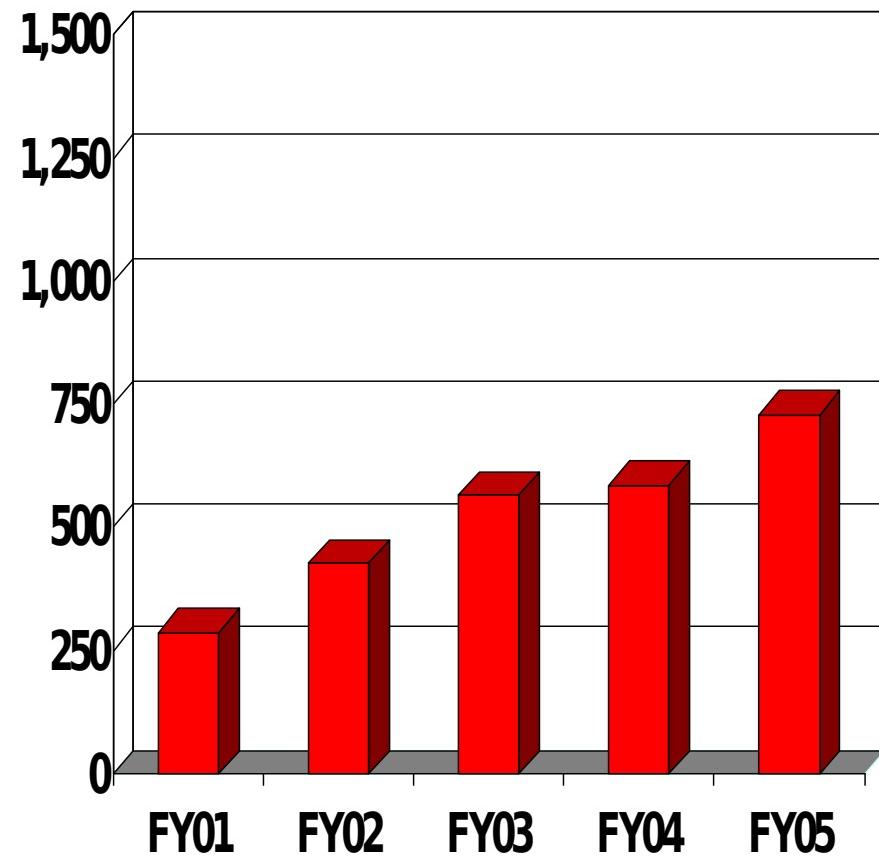




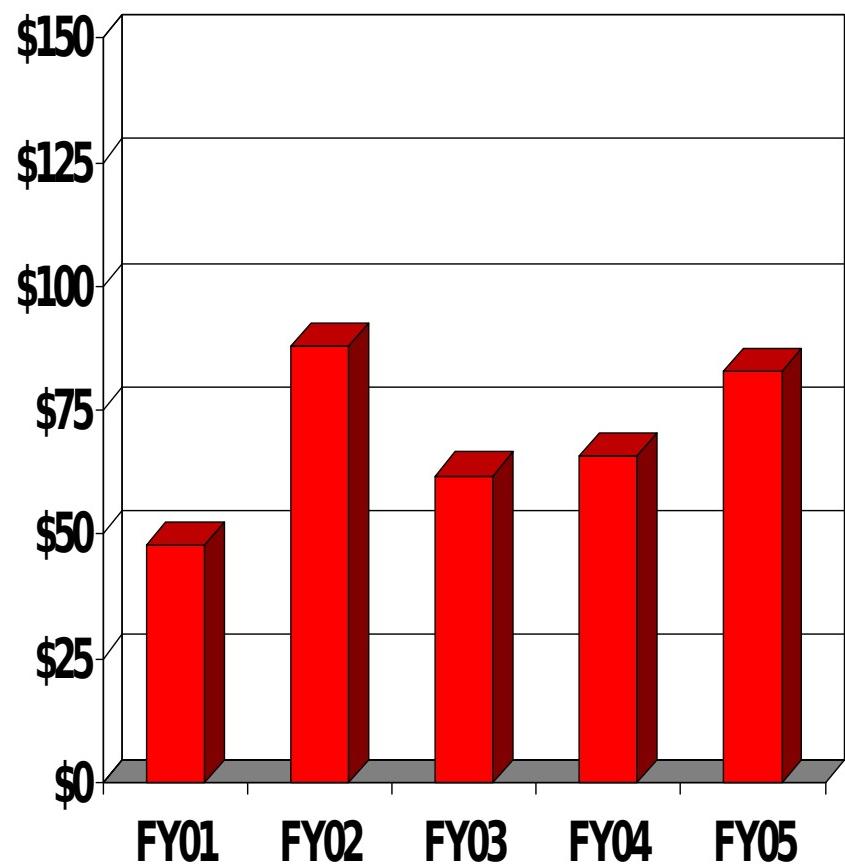
# Department of Defense

## Large Business Contracts in Kansas 3

**No. Awarded**



**\$ Value in Millions**

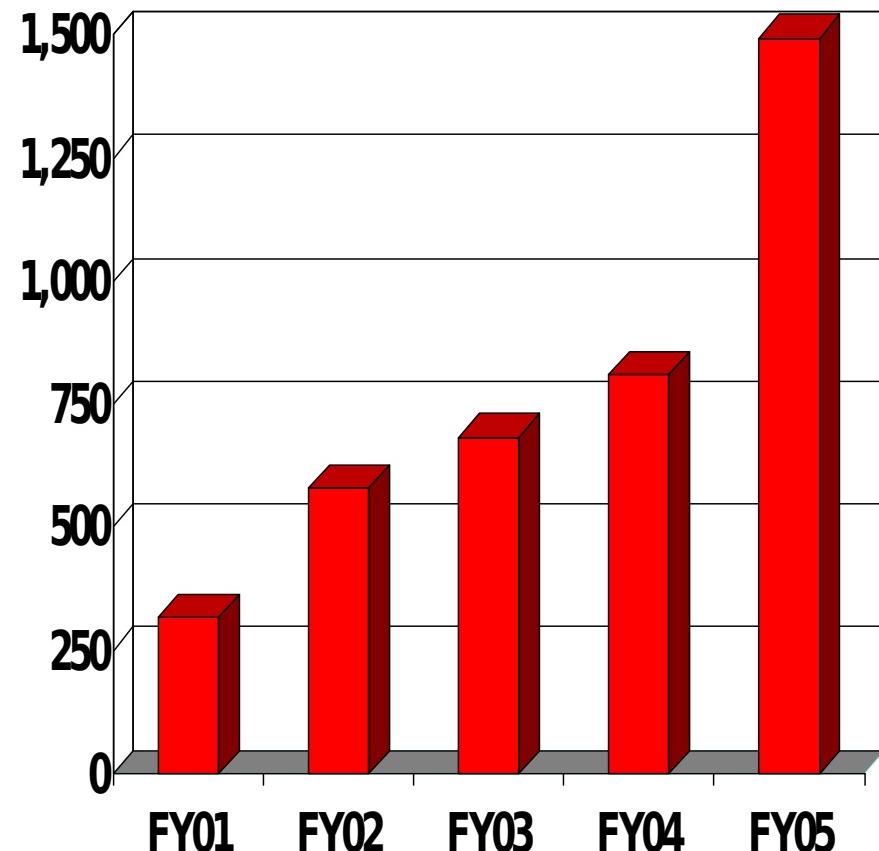




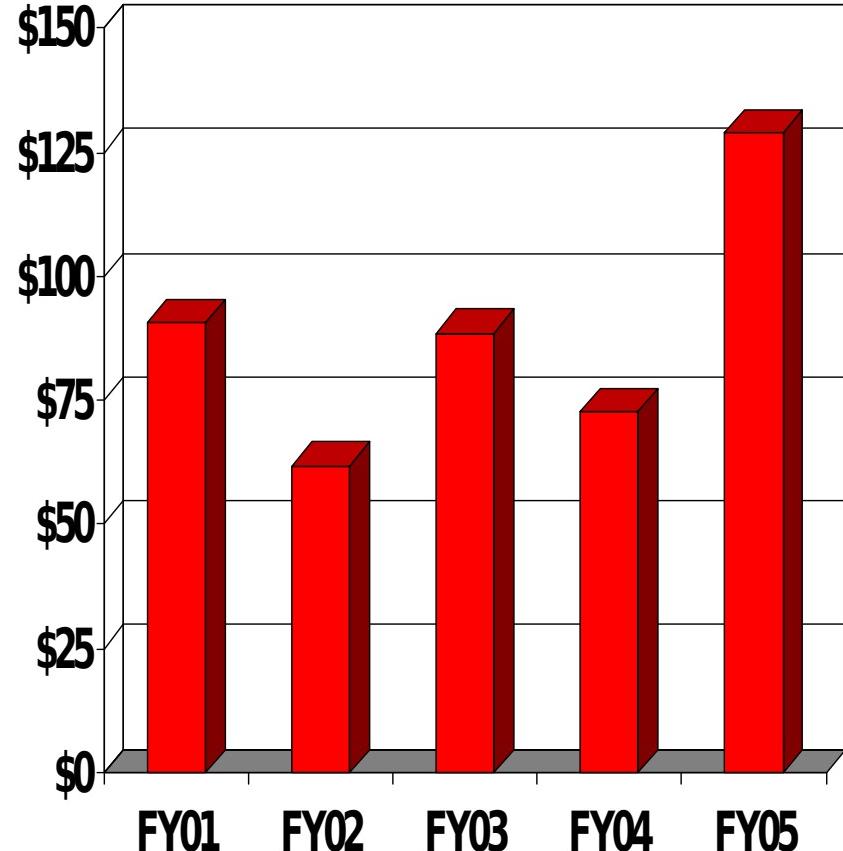
# Department of Defense

## Small Business Contracts in Kansas 3

No. Awarded



\$ Value in Millions





# **How To Market Your Business**

- **Register Your Firm And Products**
- **Get Acquainted With The Procedures**
- **Learn About the Marketplace**
- **Find Specific Opportunities**
- **Make It Easy For Customers**
- **Learn About Special Programs**
- **Seek Assistance**





# **Register Your Firm and Your Products**

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## **◆ Register Your Company**

**✓ Obtain Data Universal Numbering Systems (DUNS)**

[http://www.dnb.com/US/duns\\_update/index.html](http://www.dnb.com/US/duns_update/index.html)

**✓ Obtain Commercial and Government Entity (CAGE) Code**

<http://www.dlis.dla.mil/cageserv.asp>

**✓ Register in the DoD Central Contractor Registration (CCR) System**

[www.ccr.gov](http://www.ccr.gov)

**✓ Federal Supply Class or Service Code**

<http://www.scrantonrtg.com/secrc/fsc-codes/fsc.html>

**✓ North American Industry Classification System (NAICS)**



# ***Get Acquainted with the Procedures***

- Federal Acquisition Regulation  
(FAR)**  
[www.arnet.gov/far](http://www.arnet.gov/far)
- Defense Federal Acquisition  
Regulation Supplement (DFARS)**  
[www.acq.osd.mil/dpap/dfars/index.htm](http://www.acq.osd.mil/dpap/dfars/index.htm)
- Navy Marine Corps Acquisition  
Regulation Supplement (NMCARS)**  
[www.acquisition.navy.mil/navyaos/content/view/full/3](http://www.acquisition.navy.mil/navyaos/content/view/full/3)



# Learn About the Marketplace

## ✓ Buying Commands

## ✓ Navy Department

[www.hq.navy.mil/sadbu/HCA.htm](http://www.hq.navy.mil/sadbu/HCA.htm)

## ✓ Other Services

[www.sellingtoarmy.info](http://www.sellingtoarmy.info)

[www.selltoairforce.org](http://www.selltoairforce.org)

## ✓ DoD

~~[www.acq.osd.mil/sadbu/publications/sbs/sbs.html](http://www.acq.osd.mil/sadbu/publications/sbs/sbs.html)~~ Report of Products/Services

Purchased

ST28 Report - Sorted by FSC

[web1.whs.osd.mil/peidhome/procstat/procst](http://web1.whs.osd.mil/peidhome/procstat/procst)



# **Find Specific Opportunities**

✓ **Navy Electronic Commerce Online (NECO)**

[www.neco.navy.mil](http://www.neco.navy.mil)

✓ **Federal/DoD Business**

[www.fedbizopps.gov](http://www.fedbizopps.gov)

[www.emall.dla.mil](http://www.emall.dla.mil)



✓ ~~<http://progate.daps.dla.mil/home/>~~  
**Subcontracting Resources**



~~[www.acq.osd.mil/sadbu/publications/subdtr/index.html](http://www.acq.osd.mil/sadbu/publications/subdtr/index.html)~~  
~~[www.sba.gov/GC/indexcontacts-sbsd.html](http://www.sba.gov/GC/indexcontacts-sbsd.html)~~



# ***Make It Easy For Your Customers***

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- ✓ **Government Charge Card Program**

- **[www.fss.gsa.gov](http://www.fss.gsa.gov)**

- > About GSA > Acquisition Solutions > Gov't Charge Cards**



# ***Small Business Emphasis Programs***

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- ✓ Méntor-Protégé
  - ✓ Small Business Innovation Research/Small Business Technology Transfer
  - ✓ Indian Incentive
  - ✓ Women-owned Small Business
  - ✓ Historically Black Colleges and Universities/ Minority Institutions
  - ✓ Veteran Owned Small Business
  - ✓ Historically Underutilized Business
- [tp:~~www~~.acq.osd.mil/sadbu/programs/index.htm](http://www.acq.osd.mil/sadbu/programs/index.htm)



# Business Partner Network

The Business Partner Network is the single source for vendor data for the Federal Government.

The BPN is a search mechanism that provides unprecedented views into several key databases across Federal Agencies.

**Go Directly To:**

- Central Contractor Registration (CCR)
- Federal Agency Registration
- Online Representations and Certifications Application (ORCA)
  - Vendor
  - Public
- Past Performance Information Retrieval System (PPIRS)
- Excluded Parties Listing System
- EEO Pre-Award Clearance

**The Small Business Administration seeks your comments.**

Important information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.

The one-year average number of employees for your entire firm includes those of all offices worldwide and the average number of persons employed for each pay period when the concern's sales or services are paid by payroll. The payroll must be included for one employee regardless of hours worked or temporary it takes. The number of employees of a concern in business under 12 months is based on the average for each pay period it has been in business. For more information see:  
<http://www.sba.gov/size/part121sects.html>

The three-year average annual receipts (AAAR) means "Total Income" or "gross income" plus net income resulting from the transaction of the sale of products or services of all entities worldwide. The AAAR are calculated based on your firm's last three completed fiscal years. Travel, real estate and advertising agents, providers of conference management services, freight forwarders, car lots, brokers and tour operators may deduct amounts they collect on behalf of another. If a concern has not been in business for three (3) years, the average weekly revenue for the number of weeks the concern has been in business is multiplied by 52 to determine its average annual receipt. For more information see:  
<http://www.sba.gov/size/part121sects.html>

**Upcoming Events**

|    |    |    |    |    |    |    |
|----|----|----|----|----|----|----|
| 1  | 2  | 3  | 4  | 5  | 6  |    |
| 7  | 8  | 9  | 10 | 11 | 12 | 13 |
| 14 | 15 | 16 | 17 | 18 | 19 | 20 |
| 21 | 22 | 23 | 24 | 25 | 26 | 27 |
| 28 | 29 | 30 | 31 |    |    |    |

**FIRST GOV**  
Your First Click to the U.S. Government

**CCR**      **FedBizOpps**      **FedReg**  
**SBA**      **BINCS**  
**PPIRS**  
PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM

Unique Identification is Transformational  
UID



**[www.bpn.gov](http://www.bpn.gov)**



# **Available Help - SBA**



***Offices Providing Assistance  
To Small Businesses For  
Defense Procurement***

**Small Business Administration  
Headquarters  
409 3<sup>rd</sup> St. S.W.  
Washington, D.C. 20416  
Phone: 1-800-U-ASK-SBA  
(1-800-827-5788)  
[\(http://www.sba.gov/\)](http://www.sba.gov/)**



# Area Procurement Technical Assistance Centers

\$



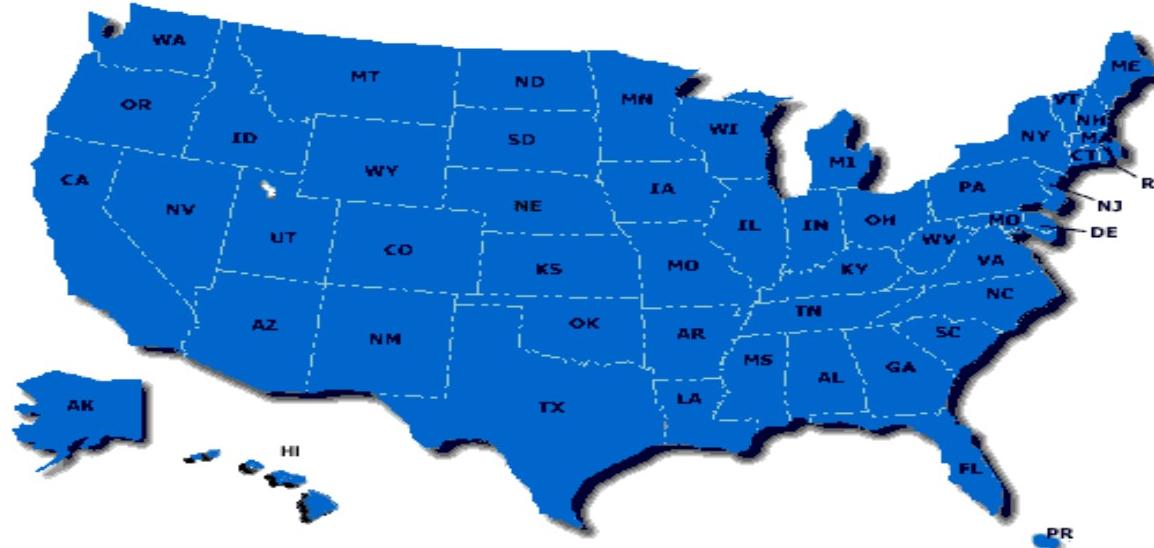
More than **\$216 billion** was paid for federal government contracts in 1999

24% was paid to small businesses

Association of Government Marketing Assistance Specialists

Learn how to get your share!

Click on the map below to select the Procurement Assistance Center nearest you:



[AK](#) [AL](#) [AR](#) [AZ](#) [CA](#) [CO](#) [CT](#) [FL](#) [DE](#) [GA](#) [ID](#) [IL](#) [IN](#) [IA](#) [KS](#) [KY](#) [LA](#) [MA](#) [ME](#) [MD](#) [MI](#) [MN](#) [MS](#) [MO](#) [MT](#) [NE](#) [NV](#) [NH](#) [NJ](#) [NM](#) [NY](#) [NC](#) [ND](#) [OH](#) [OK](#) [OR](#) [PA](#) [PR](#) [RI](#) [SC](#) [TN](#) [TX](#) [UT](#) [VT](#) [VA](#) [WA](#) [WV](#) [WI](#) [WY](#)

[www.sellingtothegovernment.net](http://www.sellingtothegovernment.net)



# ***Share Your Thoughts***

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## **Navy Small and Disadvantaged Business Utilization (SADBU)**

**Washington Navy Yard, Building 36  
720 Kennon St., SE**

**Washington, D.C. 20374-5015**

**Phone: (202) 685-6485**

**Fax: (202) 685-6865**

**[www.hq.navy.mil/sadbu](http://www.hq.navy.mil/sadbu)**



# ***Doing Business With The Navy***

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***Thank You***